

WASHINGTON STATE DEPARTMENT OF REVENUE



NEWS

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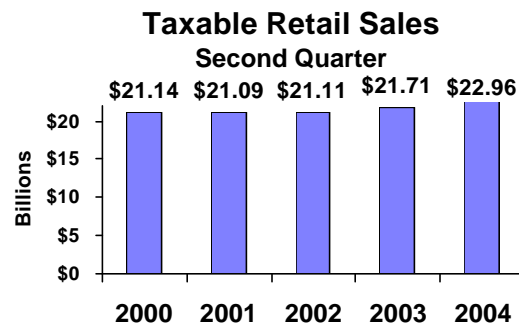
Taxable Retail Sales Up 5.8 Percent for Second Quarter 2004

OLYMPIA, Wash., October 21, 2004—Taxable retail sales rose 5.8 percent during the second quarter of 2004 compared to the same period in 2003, according to the latest Quarterly Business Review published by the Washington State Department of Revenue.

Washington businesses reported \$22.96 billion in taxable retail sales from July through September, up from the \$21.71 billion reported for the second quarter of 2003.

Retail trade was up 5.6 percent, at \$12.20 billion compared to \$11.55 billion in 2003. Retail trade is a subset of all sales that tracks sales at retail outlets only and excludes such volatile sectors as contracting.

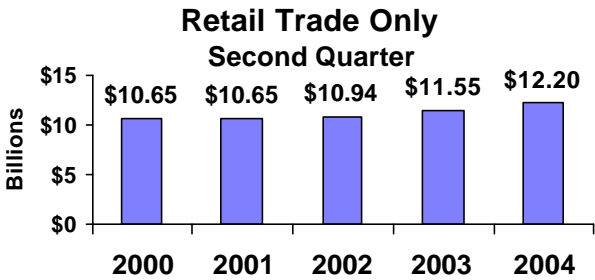
Consumers appeared to have a taste for cars, building materials, electronics and eating at restaurants. Automobile sales comprised 18.3 percent of all retail trade at \$2.23 billion. Building materials sales made up 11.2 percent at \$1.37 billion, while sales of electronic equipment comprised 8.4 percent or \$1.02 billion. Sales at eating and drinking establishments consumed 14.7 percent of the retail trade dollar at \$1.79 billion.



Among the largest counties, King County showed a 4.8 percent increase in overall taxable retail sales and a 5.1 percent increase in retail trade. Snohomish County posted a 5 percent gain overall and a

3.4 percent gain in retail trade. Pierce County was up 4.1 percent and 7.1 percent, respectively. In Eastern Washington, Spokane County was up 5.7 percent overall and 3.7 percent in retail trade.

Among large cities, Seattle was up 0.3 percent overall and up 4.3 percent in retail trade. Everett increased 3.5 percent and 1.1 percent, respectively, while Tacoma was up 0.9 percent and 3 percent. In Eastern Washington, Spokane's sales rose 0.6 percent overall but were down 0.3 percent in retail trade.



Complete results for all counties and cities, including breakdowns of sales by industry sector, are available online at <http://dor.wa.gov>. Go to the quarterly business review area in the statistical reports section, <http://dor.wa.gov/content/statistics/2004/qbr204/default.aspx>.

Viewers also can use the "create quarterly business reviews" function at http://dor.wa.gov/content/statistics/stats_QBRData.aspx to get details on any incorporated city. Users can compare industry-level data by creating separate tables for the third quarters of 2003 and 2002 or any other periods.

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TAXABLE RETAIL SALES BY COUNTY**All Taxable Retail Sales*****Retail Trade Only****

(\$000) add three digits to all figures

	2nd Quarter 03	2nd Quarter 04	Change	2nd Quarter 03	2nd Quarter 04	Change
Adams	\$40,703	\$43,068	5.8%	\$17,083	\$18,273	7.0%
Asotin	\$37,547	\$41,873	11.5%	\$22,666	\$24,524	8.2%
Benton	\$535,382	\$518,867	-3.1%	\$295,993	\$308,399	4.2%
Chelan	\$258,017	\$286,424	11.0%	\$136,804	\$149,262	9.1%
Clallam	\$189,924	\$208,032	9.5%	\$106,212	\$112,482	5.9%
Clark	\$915,748	\$1,021,361	11.5%	\$468,019	\$513,310	9.7%
Columbia	\$7,035	\$7,580	7.7%	\$2,115	\$2,372	12.2%
Cowlitz	\$280,704	\$280,649	0.0%	\$162,820	\$171,593	5.4%
Douglas	\$80,245	\$90,852	13.2%	\$47,185	\$49,682	5.3%
Ferry	\$6,974	\$7,275	4.3%	\$2,924	\$3,119	6.7%
Franklin	\$197,868	\$221,831	12.1%	\$85,946	\$97,238	13.1%
Garfield	\$5,399	\$3,845	-28.8%	\$1,731	\$1,801	4.1%
Grant	\$193,250	\$207,784	7.5%	\$95,710	\$103,823	8.5%
Grays Harbor	\$166,269	\$171,746	3.3%	\$94,355	\$96,978	2.8%
Island	\$155,871	\$170,125	9.1%	\$78,660	\$82,634	5.1%
Jefferson	\$71,943	\$83,006	15.4%	\$31,032	\$34,099	9.9%
King	\$8,614,670	\$9,032,351	4.8%	\$4,254,507	\$4,470,660	5.1%
Kitsap	\$668,350	\$738,111	10.4%	\$421,113	\$456,948	8.5%
Kittitas	\$112,296	\$136,165	21.3%	\$54,754	\$58,392	6.6%
Klickitat	\$33,551	\$40,073	19.4%	\$8,099	\$9,193	13.5%
Lewis	\$214,709	\$235,767	9.8%	\$121,301	\$119,239	-1.7%
Lincoln	\$17,600	\$17,843	1.4%	\$6,282	\$5,964	-5.1%
Mason	\$94,870	\$110,659	16.6%	\$50,293	\$55,551	10.5%
Okanagan	\$85,321	\$86,820	1.8%	\$45,659	\$47,984	5.1%
Pacific	\$35,629	\$38,435	7.9%	\$15,975	\$17,312	8.4%
Pend Oreille	\$12,713	\$15,443	21.5%	\$6,253	\$6,552	4.8%
Pierce	\$2,383,009	\$2,480,824	4.1%	\$1,336,236	\$1,430,829	7.1%
San Juan	\$75,965	\$81,091	6.7%	\$27,736	\$26,016	-6.2%
Skagit	\$479,815	\$521,959	8.8%	\$301,796	\$325,789	8.0%
Skamania	\$18,431	\$17,759	-3.6%	\$3,785	\$4,272	12.8%
Snohomish	\$2,005,419	\$2,106,392	5.0%	\$1,174,329	\$1,214,677	3.4%
Spokane	\$1,461,456	\$1,544,852	5.7%	\$851,001	\$882,479	3.7%
Stevens	\$65,431	\$67,645	3.4%	\$33,967	\$37,434	10.2%
Thurston	\$760,418	\$811,710	6.7%	\$440,580	\$461,296	4.7%
Wahkiakum	\$4,361	\$5,230	19.9%	\$1,233	\$2,270	84.1%
Walla Walla	\$139,937	\$146,101	4.4%	\$66,215	\$71,995	8.7%
Whatcom	\$618,394	\$650,188	5.1%	\$325,909	\$358,362	10.0%
Whitman	\$83,803	\$100,628	20.1%	\$34,168	\$34,968	2.3%
Yakima	\$580,807	\$608,376	4.7%	\$319,483	\$329,644	3.2%
TOTALS	\$21,709,834	\$22,958,740	5.8%	\$11,549,932	\$12,197,417	5.6%

*All taxable retail sales includes retailing, services, contracting (construction), manufacturing, transportation, communications, utilities, wholesaling, finance, insurance, real estate and others. Sales taxes from contracting can be highly volatile.

**Retail Trade includes taxable sales of building materials and hardware, general merchandise, food, auto dealers, apparel, furnishings, eating/drinking places, and miscellaneous retail stores. This figure better represents consumer purchases.

TAXABLE RETAIL SALES BY SELECTED CITIES

	All Taxable Retail Sales*			Retail Trade Only**		
	2nd Quarter 03	2nd Quarter 04	Change	2nd Quarter 03	2nd Quarter 04	Change
(\$000) add three digits to all figures						
Aberdeen	\$90,460	\$87,424	-3.4%	\$60,139	\$60,942	1.3%
Auburn	344,997	414,163	20.0%	197,672	214,071	8.3%
Bellevue	1,006,512	1,017,722	1.1%	603,856	607,675	0.6%
Bellingham	413,456	444,259	7.5%	250,714	275,631	9.9%
Bremerton	165,682	172,040	3.8%	106,072	107,793	1.6%
Camas	31,913	34,100	6.9%	10,505	11,502	9.5%
Centralia	60,077	59,076	-1.7%	35,032	36,210	3.4%
Chehalis	82,966	86,118	3.8%	55,308	56,864	2.8%
Colville	36,231	37,854	4.5%	23,572	26,295	11.6%
Des Moines	39,922	50,117	25.5%	21,489	21,413	-0.4%
Edmonds	123,776	122,818	-0.8%	76,243	73,461	-3.6%
Ellensburg	73,932	85,465	15.6%	41,159	44,155	7.3%
Everett	499,661	517,268	3.5%	287,612	290,888	1.1%
Federal Way	295,969	294,702	-0.4%	191,880	187,764	-2.1%
Fife	159,921	187,565	17.3%	105,966	134,898	27.3%
Issaquah	247,050	258,189	4.5%	156,551	164,588	5.1%
Kelso	56,525	51,727	-8.5%	31,252	33,435	7.0%
Kennewick	298,699	306,600	2.6%	197,070	207,189	5.1%
Kent	499,060	583,207	16.9%	221,656	230,188	3.8%
Kirkland	328,401	349,974	6.6%	203,481	214,328	5.3%
Lacey	132,616	154,730	16.7%	85,538	92,314	7.9%
Longview	158,034	159,618	1.0%	99,884	105,380	5.5%
Lynnwood	434,966	446,696	2.7%	311,722	324,529	4.1%
Marysville	99,133	108,626	9.6%	55,610	56,751	2.1%
Mercer Island	53,884	57,770	7.2%	12,262	13,346	8.8%
Moses Lake	94,052	99,947	6.3%	56,471	58,580	3.7%
Mount Vernon	128,860	134,466	4.4%	80,532	83,245	3.4%
Mountlake Terrace	33,882	36,096	6.5%	15,584	16,177	3.8%
Oak Harbor	70,993	73,003	2.8%	47,045	46,499	-1.2%
Olympia	409,288	415,040	1.4%	262,042	258,249	-1.4%
Omak	28,336	28,296	-0.1%	19,864	22,130	11.4%
Pasco	170,904	198,510	16.2%	80,847	92,115	13.9%
Port Angeles	72,399	72,259	-0.2%	38,948	39,157	0.5%
Port Townsend	37,091	41,622	12.2%	17,574	19,067	8.5%
Pullman	59,871	73,395	22.6%	26,859	27,156	1.1%
Puyallup	350,694	366,987	4.6%	256,811	270,733	5.4%
Redmond	406,870	439,179	7.9%	186,895	207,840	11.2%
Renton	440,546	463,323	5.2%	243,978	268,456	10.0%
Richland	158,528	155,775	-1.7%	82,143	83,912	2.2%
SeaTac	194,259	186,685	-3.9%	31,121	33,648	8.1%
Seattle	3,109,192	3,117,314	0.3%	1,337,703	1,395,585	4.3%
Shelton	44,721	46,736	4.5%	27,198	29,896	9.9%
Spokane	815,947	820,742	0.6%	450,850	449,278	-0.3%
Sunnyside	51,806	54,704	5.6%	33,793	34,266	1.4%
Tacoma	931,416	939,433	0.9%	510,346	525,440	3.0%
Tukwila	429,479	438,713	2.1%	285,416	296,311	3.8%
Vancouver	503,982	557,122	10.5%	278,007	297,421	7.0%
Walla Walla	101,882	95,001	-6.8%	54,050	45,977	-14.9%
Wenatchee	152,936	174,249	13.9%	88,796	101,748	14.6%
Yakima	311,431	329,674	5.9%	177,964	182,637	2.6%

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